NOVARTIS

Sales Representative

Job ID
REQ-10090614

十一月 03, 2026

Spain

摘要

El representante de ventas es uno de los principales impulsores de nuestras interacciones con los clientes y del rendimiento de las ventas. Son la cara de nuestro enfoque de experiencia del cliente y construyen relaciones profundas que brindan valor a los clientes y pacientes con el fin de impulsar el crecimiento de las ventas de una manera ética y conforme.

About the Role

Key Responsibilities

Drive Competitive Sales Growth

- Drive sales performance by delivering relevant, value-based and customer-focused interactions.
- Identify and prioritize opportunities within your territory using available customer and market

insights.
- Develop and continuously adapt territory, account and customer interaction plans based on data, insights and evolving customer needs.
- Take ownership of delivering business objectives within your assigned territory.

Build Strong Customer Relationships

- Build and maintain trusted, sustainable relationships with healthcare professionals and other relevant stakeholders.
- Personalize and orchestrate customer engagement journeys for target HCPs, reflecting their preferences and leveraging appropriate content and multiple engagement channels.
- Work in partnership with HCPs to develop meaningful and sustained collaboration over time.
- Deliver memorable, customer-centric experiences by actively listening to customer needs and developing a strong understanding of their healthcare environment.
- Engage customers through relevant, value-based conversations across both face-to-face and virtual channels.

Develop Customer Insights

- Develop a deep understanding of customers, their priorities and the environment in which they operate.
- Leverage available data sources to dynamically prioritize and adjust territory, account and customer engagement plans.
- Capture and share relevant customer insights with internal stakeholders on an ongoing basis.
- Contribute customer insights to support the development of relevant content, campaigns and interaction plans.

Deliver Value for Customers and Patients

- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act as a trusted partner to customers by listening, learning and identifying opportunities to create additional value.
- Work effectively across functions to support an integrated customer approach and improve the overall customer and patient experience.

Act with Integrity

- Act with integrity and honesty, treating customers and colleagues in a transparent and respectful manner.
- Ensure all customer interactions are conducted in a compliant and ethical way.
- Make responsible decisions when faced with ethical dilemmas and speak up when something does not seem right.
- Consistently demonstrate the Novartis Code of Ethics, Values and Behaviors.

What You ’ ll Bring to the Role

- Strong selling and customer engagement skills.
- Ability to understand and translate customer insights into effective actions.
- Excellent communication and influencing skills.
- Strong negotiation and conflict management capabilities.
- Account and territory management skills.
- Ability to collaborate effectively within cross-functional teams.
- Good understanding of the healthcare environment.
- Commercial mindset with a strong focus on execution and customer experience.
- High standards of ethics, integrity and compliance.
- Confidence working with data and digital tools to inform customer engagement.
- English language proficiency.

Key Performance Indicators

Success in this role will be measured through relevant sales performance, customer engagement and execution objectives, in line with local business priorities and applicable Novartis performance management guidance.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people ’ s lives. In this role, you will have the opportunity to make an impact by building meaningful customer partnerships, delivering exceptional customer experiences and helping create value for patients and healthcare systems.

Benefits & Rewards

At Novartis, we ’ re committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 48,300.00 - 69,000.00 - 89,700.00 EUR Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients ' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. Read our handbook (PDF 30 MB)

Primary location salary range
€ 48,300.00 - € 89,700.00

部门
International

Business Unit

Sales

地点
Spain

站点
Vizcaya

Company / Legal Entity
ES19 (FCRS = ES006) Mizar Farmac é utica, S.L.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Ventas)

Shift Work
No

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